**India I Equities** 

Auto

**Company update** 

Change in Estimates ☑ Target ☑ Reco □

12 August 2025

### **MM Forgings**

Rebound ahead and attractive valuation; retaining a Buy

Lower than our Rs669m estimate, MM Forgings' Q1 EBITDA slipped 13% y/y to Rs625m due to more-than-expected other expenses. We expect 6% revenue/ EBITDA CAGRs each over FY25-28 led by 1) 4% domestic M&H CV volume CAGR over FY25-28 on economic activity and replacement demand, 2) The overseas CV sector may be muted in the near term, then re-bound in FY27/28 led by the low base and early buying before emission norms, 3) Revenue would outstrip that of the industry due to new orders, products, higher machining/heavy forgings mix and market-share gains. We introduce FY28e, with 12/15/23% revenue/EBITDA/PAT growth. The stock quotes at attractive valuations (~40% discount to past 1yr-fwd mean) of 11x/9x FY27e/FY28e EPS. We retain a Buy, with a lower 12-mth TP of Rs430, 14x Sep'27e EPS (earlier Rs480, 14x Mar'27e EPS).

**EBITDA** below estimates. Standalone revenue slid 5% y/y to Rs3.5bn, above our estimated Rs3.4bn due to higher-than-expected exports. Domestic declined 10% y/y, 12% q/q, to Rs2.04bn. Exports were flat y/y at Rs1.37bn, but q/q up 12%. EBITDA fell 13% y/y to Rs625m, below our estimated Rs669m due to higher-than-expected other expenses. The EBITDA margin contracted 150bps y/y to 17.9% (AR est.19.9%). Other expenses (incl. power cost) up 6% q/q to Rs886m. PAT fell 31% y/y to Rs223m, below our Rs279m estimate mainly due to lower operating profit.

**Management commentary.** Expects flattish domestic in FY26. In exports, Q2 to be down y/y and improvement to start from end-Q3.

**Valuation.** We reduce our FY26e/FY27e EBITDA ~15-16% due to lower revenues and margins on the weak FY26. We retain a Buy at a lower 12-mth TP of Rs430, 14x Sep'27e EPS. Our multiple is closer to the mean of the past 10-year average. **Key risks:** Less-than-expected growth in underlying segments, trade wars, delay in order executions, adverse commodity/forex movements.

FY24	FY25	FY26e	FY27e	FY28e
15,271	14,770	14,245	15,703	17,582
1,448	1,362	1,083	1,332	1,619
30.1	28.2	22.4	27.6	33.5
15.3	-6.3	-20.5	23.0	21.6
10.1	10.8	13.5	11.0	9.1
5.8	6.5	7.0	6.3	5.6
1.8	1.6	1.4	1.3	1.1
17.8	14.6	10.5	11.7	12.6
11.8	10.9	8.0	8.7	9.3
2.6	1.3	1.0	1.3	1.6
0.3	0.5	0.4	0.4	0.4
	15,271 1,448 30.1 15.3 10.1 5.8 1.8 17.8 11.8 2.6	15,271 14,770 1,448 1,362 30.1 28.2 15.3 -6.3 10.1 10.8 5.8 6.5 1.8 1.6 17.8 14.6 11.8 10.9 2.6 1.3	15,271         14,770         14,245           1,448         1,362         1,083           30.1         28.2         22.4           15.3         -6.3         -20.5           10.1         10.8         13.5           5.8         6.5         7.0           1.8         1.6         1.4           17.8         14.6         10.5           11.8         10.9         8.0           2.6         1.3         1.0	15,271         14,770         14,245         15,703           1,448         1,362         1,083         1,332           30.1         28.2         22.4         27.6           15.3         -6.3         -20.5         23.0           10.1         10.8         13.5         11.0           5.8         6.5         7.0         6.3           1.8         1.6         1.4         1.3           17.8         14.6         10.5         11.7           11.8         10.9         8.0         8.7           2.6         1.3         1.0         1.3

Rating: **Buy**Target price (12-mth): Rs.430
Share price: Rs.304

Key data	MMFG IN / MMFO.BO
52-week high / low	Rs.619 / 302
Sensex / Nifty	80,236 / 24,487
Market cap	Rs.15bn
Shares outstanding	48m

Shareholding pattern (%)	Jun'25	Mar'25	Dec'24
Promoters	56.3	56.3	56.3
- of which, Pledged	-	-	-
Free Float	43.7	43.7	43.7
- Foreign institutions	1.8	3.1	3.4
- Domestic institutions	8.3	8.9	10.5
- Public	33.6	31.7	29.8

FY26e	FY27e
-7.8	-11.1
-15.2	-16.0
-22.8	-20.0
	-7.8 -15.2



Source: Bloomberg

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Anand Rathi Research India Equities

# **Quick Glance – Financials and Valuations**

Fig 1 – Income stater	Fig 1 – Income statement (Rs m)									
Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e					
Revenues	15,271	14,770	14,245	15,703	17,582					
Growth (%)	8	-3	-4	10	12					
RM cost	7,150	6,468	6,345	6,924	7,708					
Employee cost	1,361	1,478	1,482	1,618	1,777					
Other expenses	3,876	3,883	3,746	4,113	4,587					
Direct costs	12,387	11,828	11,572	12,655	14,072					
EBITDA	2,884	2,941	2,673	3,049	3,510					
EBITDA margins (%)	18.9	19.9	18.8	19.4	20.0					
- Depreciation	725	824	881	952	1,037					
Other income	254	295	341	392	447					
Interest expenses	426	613	703	730	782					
PBT	1,994	1,799	1,430	1,759	2,139					
Effective tax rates (%)	27	24	24	24	24					
Net income	1,448	1,362	1,083	1,332	1,619					
Adjusted income	1,455	1,362	1,083	1,332	1,619					
WANS	48	48	48	48	48					
FDEPS (Rs)	30.0	28.2	22.4	27.6	33.5					
Growth (%)	15	-6	-21	23	22					

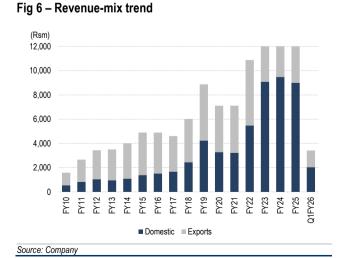
241 8,163	<b>FY25</b> 483 9,341	<b>FY26e</b> 483	<b>FY27e</b> 483	<b>FY28e</b> 483
			483	483
8,163	0.3/11			
	3,341	10,270	11,414	12,803
4,263	6,698	6,698	7,198	7,698
401	486	486	486	486
12,828	16,526	17,455	19,098	20,988
8,175	8,609	9,478	10,526	11,989
1,121	3,611	3,611	3,611	3,611
413	223	223	223	223
8,174	9,425	9,009	9,697	10,603
2,092	2,173	2,660	2,801	2,619
7,147	7,515	7,526	7,759	8,057
1,026	1,910	1,483	1,938	2,546
12,828	16,526	17,455	19,098	20,988
	12,828 8,175 1,121 413 8,174 2,092 7,147 1,026	12,828     16,526       8,175     8,609       1,121     3,611       413     223       8,174     9,425       2,092     2,173       7,147     7,515       1,026     1,910	12,828         16,526         17,455           8,175         8,609         9,478           1,121         3,611         3,611           413         223         223           8,174         9,425         9,009           2,092         2,173         2,660           7,147         7,515         7,526           1,026         1,910         1,483	12,828         16,526         17,455         19,098           8,175         8,609         9,478         10,526           1,121         3,611         3,611         3,611           413         223         223         223           8,174         9,425         9,009         9,697           2,092         2,173         2,660         2,801           7,147         7,515         7,526         7,759           1,026         1,910         1,483         1,938

Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
PBT	1,994	1,800	1,430	1,759	2,139
+ Non-cash items	950	1,182	881	952	1,037
Oper. prof. before WC	2,944	2,982	2,311	2,711	3,175
- Incr. / (decr.) in WC	1,180	483	-427	455	608
Others incl. taxes	-319	-591	-347	-427	-519
Operating cash-flow	1,446	1,908	2,391	1,829	2,048
- Capex (tang.+ intang.)	-2,201	-3,742	-1,750	-2,000	-2,500
Free cash-flow	-755	-1,834	641	-171	-452
- Div. (incl. buyback & taxes)	-145	-193	-153	-189	-230
+ Equity raised	-	-	-	-	-
+ Debt raised	555	2,166	-	500	500
- Fin investments	-	-	-	-	-
- Misc. (CFI + CFF)	409	-59	-0	-0	-0
Net cash-flow	63	80	487	140	-181

Fig 4 – Ratio analysis					
Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
P/E (x)	10.1	10.8	13.5	11.0	9.1
EV / EBITDA (x)	5.8	6.5	7.0	6.3	5.6
EV / Sales (x)	1.1	1.3	1.3	1.2	1.1
P/B (x)	1.8	1.6	1.4	1.3	1.1
RoE (%)	17.8	14.6	10.5	11.7	12.6
RoCE (%) - after tax	11.8	10.9	8.0	8.7	9.3
RoIC (%) - after tax	12.5	12.9	11.2	8.9	0.0
DPS (Rs)	8.0	4.0	3.2	3.9	4.8
Dividend yield (%)	2.6	1.3	1.0	1.3	1.6
Dividend payout (%)	26.6	14.2	14.2	14.2	14.2
Net debt / equity (x)	0.3	0.5	0.4	0.4	0.4
Receivables (days)	78	102	102	102	102
Inventory (days)	169	192	180	180	180
Payables (days)	90	115	115	115	115
CFO: PAT (%)	99.9	140.1	220.8	137.3	126.5
Source: Company, Anand Rathi Resear	rch				

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Fig 5 - Price movement



# Results highlights

Fig 7 – Quarterly performance							
(Rs m)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Y/Y (%)	Q/Q (%)
Revenue	3,685	3,894	3,642	3,548	3,488	(5.3)	(1.7)
Expenditure	2,970	3,126	2,909	2,824	2,863	(3.6)	1.4
as % of sales	80.6	80.3	79.9	79.6	82.1		
Consumption of RM	1,674	1,606	1,556	1,631	1,612	(3.7)	(1.2)
as % of sales	45.4	41.2	42.7	46.0	46.2		
Employee cost	359	391	371	357	365	1.5	2.2
as % of sales	9.7	10.0	10.2	10.1	10.5		
Power & fuel	331	372	318	319	339	2.3	6.2
as % of sales	9.0	9.6	8.7	9.0	9.7		
Other expenditure	605	757	663	517	547	(9.6)	5.9
as % of sales	16.4	19.4	18.2	14.6	15.7		
EBITDA	715	769	733	724	625	(12.6)	(13.6)
Depreciation	194	203	201	226	225	15.7	(0.7)
EBIT	521	566	533	498	400	(23.1)	(19.5)
Other income	69	85	59	83	91	32.3	9.7
Interest	145	161	155	152	183	25.9	20.7
PBT	444	489	437	429	308	(30.6)	(28.1)
Total tax	120	130	120	67	85	(29.2)	27.4
Adj. PAT	324	359	317	362	223	(31.1)	(38.3)
Extraordinary items loss/(gain)	0	0	0	0	0		
Reported PAT	324	359	317	362	223	(31.1)	(38.3)
Adj. EPS (Rs)	6.7	7.4	6.6	7.5	4.6	(31.1)	(38.3)
Margins (%)						(bps)	(bps)
Gross	54.6	58.8	57.3	54.0	53.8	(79)	(24)
EBIDTA	19.4	19.7	20.1	20.4	17.9	(148)	(248)
EBIT	14.1	14.5	14.6	14.0	11.5	(266)	(254)
PAT	12.1	12.6	12.0	12.1	8.8	(322)	(325)
Effective tax rates	8.8	9.2	8.7	10.2	6.4	(239)	(380)
Source: Company							

Fig 8 - Q1 FY26 Actuals vs Estimates (consolidated)									
Rs m	Actual	Estimated	Var %	Consensus	Var %				
Revenue	3,488	3,361	3.8	3,361	3.8				
EBITDA	625	669	(6.5)	669	(6.5)				
EBITDA margins (%)	17.9	19.9	(197) bps	19.9	(197) bps				
Adj net income	223	279	(19.9)	279	(19.9)				
FDEPS (Rs)	4.6	5.8	(19.9)	5.8	(19.9)				
Source: Company, Bloomberg, Anand F	Rathi Research								

Fig 9 – Change in estimates											
	Old		Revise	ed	Change (	Introducing					
(Rs m)	FY26e FY27e		FY26e	FY27e	FY26	FY27e	FY28e				
Revenue	15,445	17,658	14,245	15,703	-7.8	-11.1	17,582				
EBITDA	3,153	3,631	2,673	3,049	-15.2	-16.0	3,510				
% of revenue	20.4	20.6	18.8	19.4			20.0				
Adj. PAT	1,402	1,665	1,083	1,332	-22.8	-20.0	1,619				
EPS (Rs)	29.0	34.5	22.4	27.6	-22.8	-20.0	33.5				
Source: Company, Anand Rathi Research											

## Earnings call takeaways

- Volumes. Sales of 17,780 tons in Q1 FY26 vs ~20,000 in Q1 FY25. Production of 18,000 tons in Q1 FY26 vs 17,300 in Q1 FY25. Within North America, 90% is CVs. Segmental mix: CVs 80%, PVs 7%, Off Highway 13%; Geographical mix: India 60%, USA 13%, Europe/South America 27%.
- Annual new order-book at ~Rs1.1bn for the near term.
- Machining mix at 51% in Q1 FY26 vs 59% in Q1 FY25. Share declined largely due to project delays of customers, though orders are intact and expected to be ramped up from Q4 FY26.
- **Domestic**. Underperformed in Q1 due to adverse customer mix. **Expects flattish FY26.** The sharper domestic focus by forgings companies may lead to keener competition.
- Exports. US subdued due to tariffs and huge stocks at OEMs, while Europe is steady. About 38% of the truck market in the US depends on port traffic. Expects Q2 to be down y/y and improvement to start from end-Q3. All contracts are CIF and single-sourced, so no tariff absorption. Cautious that over time, prolonged tariffs could prompt customers to explore local, or sourcing from other regions, potentially impacting volumes and margins. Mexico supplier would be currently 20-30% higher cost than India.
- To change a source for OEM can take up to 36 months, but it would be difficult to have enough ready capacity due to challenges like labour shortages in US.
- Expects domestic/export mix to be stable in the medium term. PV share to increase toward 18%, while CV share to reduce toward 75%.
- In Q1, **power cost** increased due to 5% annual hike in electricity tariffs. **Other expenses** were higher due to CSR expenses.
- Margins. The EBITDA margin fell due to lower scale, adverse product mix and higher other expenses. Expects margins to hold at current levels with a 200bp upward bias over the medium term, largely dependent on volumes and product mix. Key margin drivers are ramp-up of machining capacities, commencement of delayed customer orders and a higher share of complex, value-added components. Operational efficiency initiatives spanning raw material sourcing, manpower productivity, tooling optimisation and energy cost control are expected to support profitability. While near-term headwinds from higher power tariffs and softer demand in certain export markets persist, management is focused on sustaining margins through cost discipline and strategic product-mix improvement.
- Margins are highest for machined exports, followed by machined domestic, export forgings and domestic forgings.
- Capacity. Capacity utilisation at ~60% across forgings and machining. Forgings capacity is ~126,000 tons. Machining throughput is ~3.5–3.75m machined parts per month against capacity of 5.5m.
- Q1FY26 capex was Rs550m. Revised capex outlook at Rs1.5bn-2bn for FY26 (earlier Rs3bn), mainly to reserve cash flows amid softer demand and delayed customer project ramp-ups. Capex are focused on completing ongoing forgings and machining capacity additions,

- including the 16,000 ton press-line scheduled for commissioning between Jan-Apr'26.
- 16,000-ton press line will handle larger, more complex forgings and ease bottlenecks by taking over components currently stretching the 8,000-ton press. It has garnered reasonable customer interest, will cater to both domestic and export orders, and is aimed at boosting higher-value segment presence and overall capacity utilisation.
- Term loan increased by Rs300m in Q1 FY26 and is expected to be at similar levels in FY26.
- The tax rate could reduce ahead with the merger of DVS due to unabsorbed losses.

### **Valuations**

Attractive valuations (trading at a notable discount to peers and ~40% to the past 1yr-fwd mean). The stock quotes at 11x/9x FY27e/FY28e EPS.

We expect 6% revenue/EBITDA CAGRs each over FY25-28 led by 1) 4% domestic M&H CV volume CAGR over FY25-28 on economic activity and replacement demand, 2) The overseas CV sector may be muted in the near term, then re-bound in FY27/28 due to the low base and early buying before emission norms, 3) Its revenue would outstrip that of the industry due to new orders, products, higher machining/heavy forgings mix and market-share gains.

**Sound domestic performance.** Domestic revenue outpaced M&H CV production growth, registering a 13% CAGR over FY19-25 (vs. M&H CV industry volumes slipping 2%), powered by market-share gains and a rise in content per vehicle (on a better-tonnage mix). Also, the 13% domestic revenue CAGR over FY19-25 has been better than peers BHFC standalone (5%) and RMKF standalone (9%) on its higher market share than peers, particularly BHFC.

**Robust growth profile.** In the last five years, growth in standalone revenue/EBITDA/EPS/RoE has been better than BHFC's (Fig 11 for more details), led by strong domestic revenue. Ahead, it would continue to be better than BHFC's on a favorable mix of the domestic segment (Fig. 12 for more details).

**Favorable regional mix.** The company has higher domestic revenue (62%) than BHFC's 46% and RMKF's 58%. With weakness in overseas CVs expected, it would be less affected than peers.

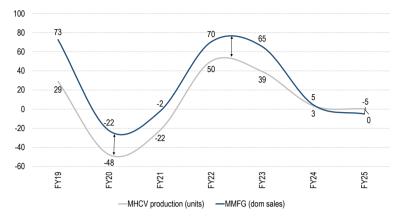
**New products** such as gear blanks, long shafts and larger crankshafts for CVs/PVs were developed and aided growth in FY24. Recently, PV crankshaft capacity was raised from 40,000 units to 50,000. Besides, the company is focusing on **diversifying** to PVs/non-autos and improving the **machining mix**, expected to rise from 58% in FY25 to 65-70% over the medium term.

Better mix, operating scale to support margins. We expect the EBITDA margin to rise from 17.9% in Q1 FY26 to 20.0% in FY28, aided by the greater scale, machining/heavy forgings mix and lower operational costs (manpower, power & fuel).

**Rs2.1bn capex** expected annually over the next three years to expand machining capabilities, forgings capacity (20,000 tonnes) and new products. Installed capacity is 126,000 tonnes (~57% utilisation). Net debt/equity was a stable 0.5x in FY25 and likely to be steady ahead.

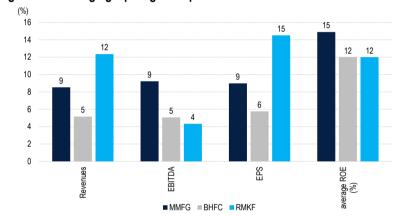
**View, Valuations.** We expect a 6% EPS CAGR over FY25-28. We recommend a Buy at a 12-mth TP of Rs430, 14x Sep'27e EPS. Our multiple is closer to the mean of the past 10-year average.

Fig 10 - M&M Forgings' growth better than India's M&H CVs



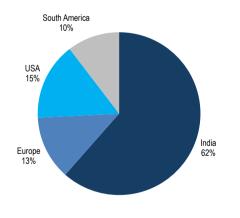
Source: Company, Anand Rathi Research

Fig 11 - M&M Forgings' past growth profile better than BHFC's



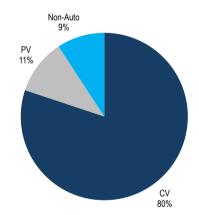
Source: Company, Anand Rathi Research

Fig 12 - Geographical mix (FY25)



Source: Company, Anand Rathi Research

Fig 13 - Segment-wise revenue mix (FY25)



Source: Company, Anand Rathi Research

Fig 14 – Key assumptions									
(Rs m)	FY23	FY24	FY25	FY26e	FY27e	FY28e	CAGR %, FY25-28		
Domestic	9,090	9,480	8,997	8,633	9,518	10,543	5		
Y/Y change, %	65.9	4.3	-5.1	-4.0	10.3	10.8			
Exports	4,896	5,631	5,630	5,455	6,015	6,853	7		
Y/Y change, %	-9.3	15.0	-0.0	-3.1	10.3	13.9			
Total	13,986	15,111	14,627	14,088	15,532	17,396	6		
Y/Y change, %	28.6	8.0	-3.2	-3.7	10.3	12.0			
Source: Company, Ana	nd Rathi Res	earch							





Source: Bloomberg, Anand Rathi Research

### Risks

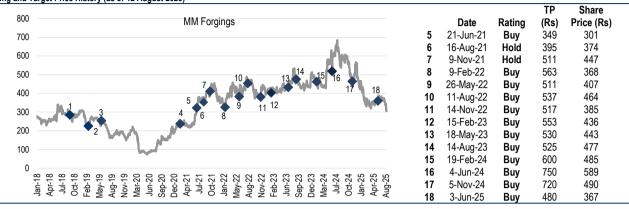
- Less-than-anticipated growth in underlying segments.
- Trade wars.
- Delay in executing orders.
- Adverse commodity/forex movements.

### **Appendix**

#### **Analyst Certification**

The views expressed in this Research Report accurately reflect the personal views of the analyst(s) about the subject securities or issuers and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations or views expressed by the research analyst(s) in this report. The research analysts are bound by stringent internal regulations and also legal and statutory requirements of the Securities and Exchange Board of India (hereinafter "SEBI") and the analysts' compensation are completely delinked from all the other companies and/or entities of Anand Rathi, and have no bearing whatsoever on any recommendation that they have given in the Research Report.

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Ratings Guide (12 months)				
	Buy	Hold	Sell	
Large Caps (Top 100 companies)	>15%	0-15%	<0%	
Mid Caps (101st-250th company)	>20%	0-20%	<0%	
Small Caps (251st company onwards)	>25%	0-25%	<0%	

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